

GRACO INC
Form 10-Q
April 21, 2010

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549
FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15 (d) of the
Securities Exchange Act of 1934

For the quarterly period ended **March 26, 2010**

Commission File Number: 001-09249

GRACO INC.

(Exact name of registrant as specified in its charter)

Minnesota

41-0285640

(State of incorporation)

(I.R.S. Employer Identification Number)

88 - 11th Avenue N.E.
Minneapolis, Minnesota

55413

(Address of principal executive offices)

(Zip Code)

(612) 623-6000

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days.

Yes X No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or such shorter period that the registrant was required to submit and post such files).

Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large Accelerated Filer X Accelerated Filer

Non-accelerated Filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No X

60,604,000 shares of the Registrant's Common Stock, \$1.00 par value, were outstanding as of April 15, 2010.

INDEX

| | <u>Page Number</u> |
|---|------------------------|
| PART I FINANCIAL INFORMATION | |
| Item 1. Financial Statements | |
| Consolidated Statements of Earnings | 3 |
| Consolidated Balance Sheets | 4 |
| Consolidated Statements of Cash Flows | 5 |
| Notes to Consolidated Financial Statements | 6 |
| Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations | 13 |
| Item 3. Quantitative and Qualitative Disclosures About Market Risk | 18 |
| Item 4. Controls and Procedures | 18 |
| PART II OTHER INFORMATION | |
| Item 1A. Risk Factors | 19 |
| Item 2. Unregistered Sales of Equity Securities and Use of Proceeds | 19 |
| Item 6. Exhibits | 20 |
| SIGNATURES | |
| EXHIBITS | |

PART I**Item 1.****GRACO INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF EARNINGS**

(Unaudited)

(In thousands except per share amounts)

| | Thirteen Weeks Ended | |
|---|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net Sales | \$ 164,721 | \$ 137,880 |
| Cost of products sold | 75,426 | 73,552 |
| Gross Profit | 89,295 | 64,328 |
| Product development | 9,474 | 10,051 |
| Selling, marketing and distribution | 29,160 | 31,933 |
| General and administrative | 17,955 | 16,215 |
| Operating Earnings | 32,706 | 6,129 |
| Interest expense | 1,080 | 1,366 |
| Other expense, net | 161 | 595 |
| Earnings Before Income Taxes | 31,465 | 4,168 |
| Income taxes | 10,900 | 1,400 |
| Net Earnings | \$ 20,565 | \$ 2,768 |
| Basic Net Earnings per Common Share | \$ 0.34 | \$ 0.05 |
| Diluted Net Earnings per Common Share | \$ 0.34 | \$ 0.05 |
| Cash Dividends Declared per Common Share | \$ 0.20 | \$ 0.19 |

See notes to consolidated financial statements.

GRACO INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

(Unaudited)
(In thousands)

| | March 26, 2010 | December 25, 2009 |
|---|-------------------|----------------------|
| ASSETS | | |
| Current Assets | | |
| Cash and cash equivalents | \$ 11,633 | \$ 5,412 |
| Accounts receivable, less allowances of \$7,200 and \$6,500 | 119,109 | 100,824 |
| Inventories | 66,410 | 58,658 |
| Deferred income taxes | 21,123 | 20,380 |
| Other current assets | 3,874 | 3,719 |
| Total current assets | 222,149 | 188,993 |
| Property, Plant and Equipment | | |
| Cost | 335,820 | 334,440 |
| Accumulated depreciation | (199,670) | (195,387) |
| Property, plant and equipment, net | 136,150 | 139,053 |
| Goodwill | 91,740 | 91,740 |
| Other Intangible Assets, net | 37,183 | 40,170 |
| Deferred Income Taxes | 10,014 | 8,372 |
| Other Assets | 8,047 | 8,106 |
| Total Assets | \$ 505,283 | \$ 476,434 |
| LIABILITIES AND SHAREHOLDERS EQUITY | | |
| Current Liabilities | | |
| Notes payable to banks | \$ 14,051 | \$ 12,028 |
| Trade accounts payable | 24,021 | 17,983 |
| Salaries and incentives | 15,594 | 14,428 |
| Dividends payable | 12,025 | 12,003 |
| Other current liabilities | 51,697 | 47,373 |
| Total current liabilities | 117,388 | 103,815 |
| Long-term debt | 80,000 | 86,260 |
| Retirement Benefits and Deferred Compensation | 74,391 | 73,705 |
| Uncertain Tax Positions | 3,000 | 3,000 |
| Shareholders Equity | | |
| Common stock | 60,592 | 59,999 |
| Additional paid-in-capital | 200,653 | 190,261 |
| Retained earnings | 19,618 | 11,121 |
| Accumulated other comprehensive income (loss) | (50,359) | (51,727) |

Edgar Filing: GRACO INC - Form 10-Q

| | | |
|--|------------|------------|
| Total shareholders' equity | 230,504 | 209,654 |
| Total Liabilities and Shareholders' Equity | \$ 505,283 | \$ 476,434 |

See notes to consolidated financial statements.

4

GRACO INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited) (In thousands)

| | Thirteen Weeks Ended | |
|---|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Cash Flows From Operating Activities | | |
| Net Earnings | \$ 20,565 | \$ 2,768 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: | | |
| Depreciation and amortization | 8,578 | 8,475 |
| Deferred income taxes | (3,254) | (52) |
| Share-based compensation | 2,108 | 2,417 |
| Excess tax benefit related to share-based payment arrangements | (700) | (200) |
| Change in | | |
| Accounts receivable | (19,601) | 18,588 |
| Inventories | (7,849) | 5,525 |
| Trade accounts payable | 6,088 | (4,044) |
| Salaries and incentives | 1,333 | (4,444) |
| Retirement benefits and deferred compensation | 2,714 | 3,602 |
| Other accrued liabilities | 6,153 | (5,692) |
| Other | (94) | 758 |
| Net cash provided by operating activities | 16,041 | 27,701 |
| Cash Flows From Investing Activities | | |
| Property, plant and equipment additions | (2,847) | (5,732) |
| Proceeds from sale of property, plant and equipment | 57 | 567 |
| Capitalized software and other intangible asset additions | (125) | (46) |
| Net cash used in investing activities | (2,915) | (5,211) |
| Cash Flows From Financing Activities: | | |
| Net borrowings (payments) on short-term lines of credit | 2,891 | (995) |
| Borrowings on long-term line of credit | | 34,211 |
| Payments on long-term line of credit | (6,260) | (47,401) |
| Excess tax benefit related to share-based payment arrangements | 700 | 200 |
| Common stock issued | 7,984 | 4,949 |
| Common stock retired | (52) | |
| Cash dividends paid | (12,002) | (11,308) |
| Net cash provided by (used in) financing activities | (6,739) | (20,344) |
| Effect of exchange rate changes on cash | (166) | 534 |
| Net increase (decrease) in cash and cash equivalents | 6,221 | 2,680 |

Edgar Filing: GRACO INC - Form 10-Q

| | | |
|----------------------------|-----------|-----------|
| Cash and cash equivalents: | | |
| Beginning of year | 5,412 | 12,119 |
| End of period | \$ 11,633 | \$ 14,799 |

See notes to consolidated financial statements

5

GRACO INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

1. The consolidated balance sheet of Graco Inc. and Subsidiaries (the Company) as of March 26, 2010 and the related statements of earnings for the thirteen weeks ended March 26, 2010 and March 27, 2009, and cash flows for the thirteen weeks ended March 26, 2010 and March 27, 2009 have been prepared by the Company and have not been audited.

In the opinion of management, these consolidated financial statements reflect all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position of Graco Inc. and Subsidiaries as of March 26, 2010, and the results of operations and cash flows for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. Therefore, these statements should be read in conjunction with the financial statements and notes thereto included in the Company's 2009 Annual Report on Form 10-K.

The results of operations for interim periods are not necessarily indicative of results that will be realized for the full fiscal year.

2. The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share amounts):

| | Thirteen Weeks Ended | |
|--|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net earnings available to common shareholders | \$ 20,565 | \$ 2,768 |
| Weighted average shares outstanding for basic earnings per share | 60,206 | 59,638 |
| Dilutive effect of stock options computed using the treasury stock method and the average market price | 507 | 265 |
| Weighted average shares outstanding for diluted earnings per share | 60,713 | 59,903 |
| Basic earnings per share | \$ 0.34 | \$ 0.05 |
| Diluted earnings per share | \$ 0.34 | \$ 0.05 |

Stock options to purchase 3,103,000 and 4,034,000 shares were not included in the 2010 and 2009 computations of diluted earnings per share, respectively, because they would have been anti-dilutive.

3. Information on option shares outstanding and option activity for the thirteen weeks ended March 26, 2010 is shown below (in thousands, except per share amounts):

| | Option Shares | Weighted Average Exercise Price | Options Exercisable | Weighted Average Exercise Price |
|--------------------------------|------------------|--|------------------------|--|
| Outstanding, December 25, 2009 | 4,813 | \$ 28.98 | 2,445 | \$ 28.38 |
| Granted | 733 | 26.97 | | |
| Exercised | (156) | 10.41 | | |
| Canceled | (13) | 34.94 | | |
| Outstanding, March 26, 2010 | 5,377 | \$ 29.23 | 2,889 | \$ 29.85 |

The Company recognized year-to-date share-based compensation of \$2.1 million in 2010 and \$2.4 million in 2009. As of March 26, 2010, there was \$10.2 million of unrecognized compensation cost related to unvested options, expected to be recognized over a weighted average period of 2.4 years.

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions and results:

| | Thirteen Weeks Ended | |
|---------------------------------------|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Expected life in years | 6.0 | 6.0 |
| Interest rate | 2.7% | 2.1% |
| Volatility | 33.8% | 29.9% |
| Dividend yield | 3.0% | 3.7% |
| Weighted average fair value per share | \$ 7.16 | \$ 4.25 |

Under the Company's Employee Stock Purchase Plan, the Company issued 436,000 shares in 2010 and 312,000 shares in 2009. The fair value of the employees' purchase rights under this Plan was estimated on the date of grant. The benefit of the 15 percent discount from the lesser of the fair market value per common share on the first day and the last day of the plan year was added to the fair value of the employees' purchase rights determined using the Black-Scholes option-pricing model with the following assumptions and results:

| | Thirteen Weeks Ended | |
|---------------------------------------|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Expected life in years | 1.0 | 1.0 |
| Interest rate | 0.3% | 0.7% |
| Volatility | 47.8% | 51.5% |
| Dividend yield | 2.9% | 4.5% |
| Weighted average fair value per share | \$ 9.01 | \$ 5.60 |

4. The components of net periodic benefit cost (credit) for retirement benefit plans were as follows (in thousands):

| | Thirteen Weeks Ended | |
|------------------------------------|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Pension Benefits | | |
| Service cost | \$ 1,241 | \$ 1,279 |
| Interest cost | 3,277 | 3,220 |
| Expected return on assets | (3,475) | (2,700) |
| Amortization and other | 1,504 | 2,414 |
| Net periodic benefit cost (credit) | \$ 2,547 | \$ 4,213 |

Postretirement Medical

| | | |
|------------------------------------|--------|--------|
| Service cost | \$ 125 | \$ 150 |
| Interest cost | 325 | 350 |
| Net periodic benefit cost (credit) | \$ 450 | \$ 500 |

5. Total comprehensive income was as follows (in thousands):

| | Thirteen Weeks Ended | |
|--|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net earnings | \$ 20,565 | \$ 2,768 |
| Cumulative translation adjustment | | 234 |
| Pension and postretirement medical liability adjustment | 1,468 | 2,329 |
| Gain (loss) on interest rate hedge contracts | 705 | (73) |
| Income taxes | (805) | (836) |
| Comprehensive income | \$ 21,933 | \$ 4,422 |

Edgar Filing: GRACO INC - Form 10-Q

Components of accumulated other comprehensive income (loss) were (in thousands):

| | March 26, 2010 | December 25, 2009 |
|---|-------------------|----------------------|
| Pension and postretirement medical liability adjustment | \$ (47,634) | \$ (48,560) |
| Gain (loss) on interest rate hedge contracts | (1,902) | (2,344) |
| Cumulative translation adjustment | (823) | (823) |
| Total | \$ (50,359) | \$ (51,727) |

6. The Company has three reportable segments: Industrial, Contractor and Lubrication. The Company does not track assets by segment. Sales and operating earnings by segment for the thirteen weeks ended March 26, 2010 and March 27, 2009 were as follows (in thousands):

| | Thirteen Weeks Ended | |
|---------------------------------|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net Sales | | |
| Industrial | \$ 96,792 | \$ 75,232 |
| Contractor | 50,797 | 47,448 |
| Lubrication | 17,132 | 15,200 |
| Total | \$ 164,721 | \$ 137,880 |
| Operating Earnings | | |
| Industrial | \$ 30,474 | \$ 11,495 |
| Contractor | 4,883 | 1,239 |
| Lubrication | 1,707 | (1,436) |
| Unallocated corporate (expense) | (4,358) | (5,169) |
| Total | \$ 32,706 | \$ 6,129 |

7. Major components of inventories were as follows (in thousands):

| | March 26, 2010 | December 25, 2009 |
|---|-------------------|-------------------------|
| Finished products and components | \$ 40,353 | \$ 36,665 |
| Products and components in various stages of completion | 24,087 | 22,646 |
| Raw materials and purchased components | 34,773 | 31,826 |
| | 99,213 | 91,137 |
| Reduction to LIFO cost | (32,803) | (32,479) |
| Total | \$ 66,410 | \$ 58,658 |

Edgar Filing: GRACO INC - Form 10-Q

8. Information related to other intangible assets follows (dollars in thousands):

| | Estimated Life (years) | Original Cost | Accumulated Amortization | Foreign Currency Translation | Book Value |
|--|------------------------------|------------------|-----------------------------|------------------------------------|---------------|
| March 26, 2010 | | | | | |
| Customer relationships | 3 - 8 | \$ 41,075 | \$ (20,201) | \$ (181) | \$ 20,693 |
| Patents, proprietary technology and product documentation | 3 - 10 | 21,072 | (12,751) | (85) | 8,236 |
| Trademarks, trade names and other | 3 - 10 | 8,154 | (3,080) | | 5,074 |
| | | 70,301 | (36,032) | (266) | 34,003 |
| Not Subject to Amortization: Brand names | | 3,180 | | | 3,180 |
| Total | | \$ 73,481 | \$ (36,032) | \$ (266) | \$ 37,183 |
| December 25, 2009 | | | | | |
| Customer relationships | 3 - 8 | \$ 41,075 | \$ (18,655) | \$ (181) | \$ 22,239 |
| Patents, proprietary technology and product documentation | 3 - 10 | 22,862 | (13,708) | (87) | 9,067 |
| Trademarks, trade names and other | 3 - 10 | 8,154 | (2,470) | | 5,684 |
| | | 72,091 | (34,833) | (268) | 36,990 |
| Not Subject to Amortization: Brand names | | 3,180 | | | 3,180 |
| Total | | \$ 75,271 | \$ (34,833) | \$ (268) | \$ 40,170 |

Amortization of intangibles was \$3.0 million in the first quarter of 2010. Estimated annual amortization expense is as follows: \$10.9 million in 2010, \$10.7 million in 2011, \$9.5 million in 2012, \$4.3 million in 2013, \$0.9 million in 2014 and \$0.7 million thereafter.

9. Components of other current liabilities were (in thousands):

| | March 26, 2010 | December 25, 2009 |
|--|-------------------|----------------------|
| Accrued self-insurance retentions | \$ 7,793 | \$ 7,785 |
| Accrued warranty and service liabilities | 7,325 | 7,437 |
| Accrued trade promotions | 2,745 | 2,953 |
| Payable for employee stock purchases | 718 | 5,115 |
| Income taxes payable | 11,228 | 1,550 |
| Other | 21,888 | 22,533 |
| Total other current liabilities | \$ 51,697 | \$ 47,373 |

A liability is established for estimated future warranty and service claims that relate to current and prior period sales. The Company estimates warranty costs based on historical claim experience and other factors including evaluating specific product warranty issues. Following is a summary of activity in accrued warranty and service liabilities (in thousands):

| | Thirteen Weeks Ended March 26, 2010 | Year Ended December 25, 2009 |
|--------------------------------|--|------------------------------------|
| Balance, beginning of year | \$ 7,437 | \$ 8,033 |
| Charged to expense | 880 | 4,548 |
| Margin on parts sales reversed | 746 | 2,876 |
| Reductions for claims settled | (1,738) | (8,020) |
| Balance, end of period | \$ 7,325 | \$ 7,437 |

10. The Company accounts for all derivatives, including those embedded in other contracts, as either assets or liabilities and measures those financial instruments at fair value. The accounting for changes in the fair value of derivatives depends on their intended use and designation.

As part of its risk management program, the Company may periodically use forward exchange contracts and interest rate swaps to manage known market exposures. Terms of derivative instruments are structured to match the terms of the risk being managed and are generally held to maturity. The Company does not hold or issue derivative financial instruments for trading purposes. All other contracts that contain provisions meeting the definition of a derivative also meet the requirements of, and have been designated as, normal purchases or sales. The Company's policy is to not enter into contracts with terms that cannot be designated as normal purchases or sales.

In 2007, the Company entered into interest rate swap contracts that effectively fix the rates paid on a total of \$80 million of variable rate borrowings. One contract fixed the rate on \$40 million of borrowings at 4.7 percent plus the applicable spread (depending on cash flow leverage ratio) until December 2010. The second contract fixed an

additional \$40 million of borrowings at 4.6 percent plus the applicable spread until January 2011. Both contracts have been designated as cash flow hedges against interest rate volatility. Consequently, changes in the fair market value are recorded in accumulated other comprehensive income (loss) (AOCI). Amounts included in AOCI will be reclassified to earnings as interest rates increase and as the swap contracts approach their expiration dates. Net amounts paid or payable under terms of the contracts were charged to interest expense and totaled \$0.9 million in the first quarter of 2010.

The Company periodically evaluates its monetary asset and liability positions denominated in foreign currencies. The Company enters into forward contracts or options, or borrows in various currencies, in order to hedge its net monetary positions. These instruments are recorded at current market values and the gains and losses are included in other expense (income), net. There were seven contracts outstanding as of March 26, 2010, with notional amounts totaling \$16 million. The Company believes it uses strong financial counterparts in these transactions and that the resulting credit risk under these hedging strategies is not significant.

The Company uses significant other observable inputs to value the derivative instruments used to hedge interest rate volatility and net monetary positions. The fair market value and balance sheet classification of such instruments follows (in thousands):

| | Balance Sheet Classification | March 26, 2010 | December 25, 2009 |
|--|---------------------------------|-------------------|-------------------------|
| Gain (loss) on interest rate hedge contracts | Other current liabilities | \$ (3,017) | \$ (3,722) |
| Gain (loss) on foreign currency forward contracts | | | |
| Gains | | \$ 130 | \$ 207 |
| Losses | | (188) | (249) |
| Net | Other current liabilities | \$ (58) | \$ (42) |

Item 2.**GRACO INC. AND
SUBSIDIARIES****MANAGEMENT'S
DISCUSSION AND ANALYSIS
OF
FINANCIAL CONDITION AND
RESULTS OF OPERATIONS****Overview**

The Company designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid materials. Management classifies the Company's business into three reportable segments: Industrial, Contractor and Lubrication. Key strategies include developing and marketing new products, expanding distribution globally, opening new markets with technology and channel expansion and completing strategic acquisitions. The following Management's Discussion and Analysis reviews significant factors affecting the Company's results of operations and financial condition. This discussion should be read in conjunction with the financial statements and the accompanying notes to the financial statements.

Results of Operations

Net sales, net earnings and earnings per share were as follows (in millions except per share amounts and percentages):

| | Thirteen Weeks Ended | | |
|--|----------------------|-------------------|-------------|
| | March 26, 2010 | March 27, 2009 | % Change |
| Net Sales | \$ 164.7 | \$ 137.9 | 19% |
| Net Earnings | \$ 20.6 | \$ 2.8 | 640% |
| Diluted Net Earnings per Common Share | \$ 0.34 | \$ 0.05 | 580% |

Sales, gross profit margins and net earnings improved significantly compared to last year. Sales increased in all segments and geographic regions. Currency translation had a favorable effect on sales (\$5 million) and net earnings (\$2 million). Costs of \$4 million related to a workforce reduction were included in last year's results.

Consolidated Results

Sales by geographic area were as follows (in millions):

| | Thirteen Weeks Ended | |
|-----------------------|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Americas ¹ | \$ 86.7 | \$ 80.2 |
| Europe ² | 41.8 | 35.8 |
| Asia Pacific | 36.2 | 21.9 |
| Consolidated | \$ 164.7 | \$ 137.9 |

¹ North and South America, including the U.S.

² Europe, Africa and Middle East

Sales in Asia Pacific increased 65 percent (55 percent at consistent translation rates), accounting for more than half of the increase in sales. In Europe, sales increased 17 percent (11 percent at consistent translation rates). Sales in the Americas increased 8 percent.

Gross profit margin, expressed as a percentage of sales, was 54 percent, up from 47 percent for the first quarter last year. The increase included approximately 1¹/₂ percentage points from the favorable effects of currency translation. Costs related to workforce reductions lowered the 2009 first quarter gross margin rate approximately 2 percentage points. Higher production volume in 2010 contributed approximately 1¹/₂ percentage points to the increase in gross margin rate. Lower material and pension costs and price increases also contributed to the increase in 2010 margin rate. Total operating expenses were down 3 percent. The effect of cost reduction actions in 2008 and 2009 and lower pension expense were partially offset by the effects of currency translation and increases in bad debt expense and incentives.

The effective income tax rate of 34¹/₂ percent was 1 percentage point higher in 2010 compared to 2009. The federal R&D credit has not been renewed for 2010, so no credit was included in the 2010 rate.

Segment Results

Certain measurements of segment operations compared to last year are summarized below:

Industrial

| | Thirteen Weeks Ended | |
|--|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net sales (in millions) | | |
| Americas | \$ 41.9 | \$ 35.8 |
| Europe | 27.9 | 23.8 |
| Asia Pacific | 27.0 | 15.6 |
| Total | \$ 96.8 | \$ 75.2 |
| Operating earnings as a percentage of net sales | 31 % | 15 % |

Industrial segment sales increased 17 percent in the Americas, 17 percent in Europe (11 percent at consistent translation rates) and 74 percent in Asia Pacific (65 percent at consistent translation rates.)

Higher volume and lower costs and expenses (from actions taken in 2009 and 2008), along with currency translation and price increases, contributed to the improvement in operating earnings as a percentage of sales.

Contractor

| | Thirteen Weeks Ended | |
|--|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net sales (in millions) | | |
| Americas | \$ 31.9 | \$ 31.7 |
| Europe | 12.6 | 10.9 |
| Asia Pacific | 6.3 | 4.8 |
| Total | \$ 50.8 | \$ 47.4 |
| Operating earnings as a percentage of net sales | 10 % | 3 % |

Contractor segment sales were flat in the Americas, increased 16 percent in Europe (10 percent at consistent translation rates) and increased 30 percent in Asia Pacific (20 percent at consistent translation rates).

The increase in sales volume along with improved gross margin rate drove the increase in operating earnings. Overall, segment expenses were flat compared to last year, although product development spending increased as work neared completion on a new product release.

Lubrication

| | Thirteen Weeks Ended | |
|--|----------------------|-------------------|
| | March 26, 2010 | March 27, 2009 |
| Net sales (in millions) | | |
| Americas | \$ 12.8 | \$ 12.6 |
| Europe | 1.4 | 1.1 |
| Asia Pacific | 2.9 | 1.5 |
| Total | \$ 17.1 | \$ 15.2 |
| Operating earnings as a percentage of net sales | 10 % | (9)% |

Lubrication segment sales were flat in the Americas. From small bases, sales increased 33 percent in Europe (27 percent at consistent translation rates) and 95 percent in Asia Pacific (73 percent at consistent translation rates). Higher volume and lower costs and expenses (from actions taken in 2009 and 2008), along with currency translation, contributed to the improvement in operating earnings as a percentage of sales.

Liquidity and Capital Resources

In the first quarter of 2010, the Company used cash to reduce borrowings under its long-term line of credit by \$6 million and paid dividends of \$12 million. Significant uses of cash and borrowings in the first quarter of 2009 included \$13 million for reduction of borrowings under the long-term line of credit and \$11 million for payment of dividends.

Since the end of 2009, inventories increased by \$8 million to meet higher demand. Accounts receivable increased by \$18 million due to higher sales levels.

At March 26, 2010, the Company had various lines of credit totaling \$270 million, of which \$178 million was unused. Internally generated funds and unused financing sources are expected to provide the Company with the flexibility to meet its liquidity needs in 2010.

Outlook

Management remains cautious about the short-term base business prospects of the Contractor segment in North America and Western Europe, as the residential construction recovery is still weak and commercial construction markets remain depressed. New product introductions in Contractor may provide some upside to the difficult end-market conditions as the year progresses.

While the improvement in the Lubrication segment is encouraging, a return to historical operating margins will require significant additional volume as the segment continues to invest in growth initiatives.

During the recession, management remained committed to making significant organic growth investments in new product development, international sales people and global distribution channel. While these investments weigh on short-term profitability, especially in the face of significant revenue declines, we are confident that this approach has positioned the Company well to deliver solid long-term shareholder returns.

SAFE HARBOR CAUTIONARY STATEMENT

A forward-looking statement is any statement made in this report and other reports that the Company files periodically with the Securities and Exchange Commission, or in press or earnings releases, analyst briefings and conference calls, which reflects the Company's current thinking on market trends and the Company's future financial performance at the time they are made. All forecasts and projections are forward-looking statements.

The Company desires to take advantage of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 by making cautionary statements concerning any forward-looking statements made by or on behalf of the Company. The Company cannot give any assurance that the results forecasted in any forward-looking statement will actually be achieved. Future results could differ materially from those expressed, due to the impact of changes in various factors. These risk factors include, but are not limited to: economic conditions in the United States and other major world economies, currency fluctuations, political instability, changes in laws and regulations, and changes in product demand. Please refer to Item 1A of, and Exhibit 99 to, the Company's Annual Report on Form 10-K for fiscal year 2009 for a more comprehensive discussion of these and other risk factors.

Investors should realize that factors other than those identified above and in Item 1A and Exhibit 99 might prove important to the Company's future results. It is not possible for management to identify each and every factor that may have an impact on the Company's operations in the future as new factors can develop from time to time.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

There have been no material changes related to market risk from the disclosures made in the Company's 2009 Annual Report on Form 10-K.

Item 4. Controls and Procedures

Evaluation of disclosure controls and procedures

As of the end of the fiscal quarter covered by this report, the Company carried out an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures. This evaluation was done under the supervision and with the participation of the Company's President and Chief Executive Officer, the Chief Financial Officer and Treasurer, the Vice President and Controller, and the Vice President, General Counsel and Secretary. Based upon that evaluation, they concluded that the Company's disclosure controls and procedures are effective in gathering, analyzing and disclosing information needed to satisfy the Company's disclosure obligations under the Exchange Act.

Changes in internal controls

During the quarter, there was no change in the Company's internal control over financial reporting that has materially affected or is reasonably likely to materially affect the Company's internal control over financial reporting.

PART II OTHER INFORMATION**Item 1A. Risk Factors**

There have been no material changes to the Company's risk factors from those disclosed in the Company's 2009 Annual Report on Form 10-K.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds
Issuer Purchases of Equity Securities**

On September 18, 2009, the Board of Directors authorized the Company to purchase up to 6,000,000 shares of its outstanding common stock, primarily through open-market transactions. The authorization expires on September 30, 2012.

In addition to shares purchased under the Board authorizations, the Company purchases shares of common stock held by employees who wish to tender owned shares to satisfy the exercise price or tax withholding on option exercises. Information on issuer purchases of equity securities follows:

| Period | Total Number of Shares Purchased | Average Price Paid per Share | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs (at end of period) |
|-----------------------------|---|---------------------------------------|--|--|
| Dec 26, 2009 - Jan 22, 2010 | - | \$ - | - | 6,000,000 |
| Jan 23, 2010 - Feb 19, 2010 | 1,868 | \$ 27.58 | - | 6,000,000 |
| Feb 20, 2010 - Mar 26, 2010 | - | \$ - | - | 6,000,000 |

Item 6. Exhibits

- 4.1 Rights Agreement, dated as of February 12, 2010, between the Company and Wells Fargo Bank, N.A., as Rights Agent (incorporated by reference to Exhibit 1 to the Company's Registration Statement on Form 8-A filed on February 16, 2010).
- 10.1 Executive Officer Compensation Recoupment Policy adopted by the Management Organization and Compensation Committee of the Graco Inc. Board of Directors on February 12, 2010.
- 31.1 Certification of President and Chief Executive Officer pursuant to Rule 13a-14(a).
- 31.2 Certification of Chief Financial Officer and Treasurer pursuant to rule 13a-14(a).
- 32 Certification of President and Chief Executive Officer, Chief Financial Officer and Treasurer, and Vice President and Controller pursuant to Section 1350 of Title 18, U.S.C.
- 99.1 Press Release, Reporting First Quarter Earnings, dated April 21, 2010.
- 100 XBRL-Related Documents.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

GRACO INC.

Date: April 21, 2010

By: /s/ Patrick J. McHale

Patrick J. McHale
President and Chief Executive Officer
(Principal Executive Officer)

Date: April 21, 2010

By: /s/ James A. Graner

James A. Graner
Chief Financial Officer and Treasurer
(Principal Financial Officer)

Date: April 21, 2010

By: /s/ Caroline M. Chambers

Caroline M. Chambers
Vice President and Controller
(Principal Accounting Officer)